



**nmhix**  
NEW MEXICO HEALTH INSURANCE EXCHANGE

**Legislative Health & Human Services  
Interim Committee Meeting  
Elephant Butte  
September 12, 2014**

[www.nmhix.com](http://www.nmhix.com)

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NEW MEXICO HEALTH INSURANCE EXCHANGE

**NMHIX Vision**

Enroll all qualified New Mexicans in the New Mexico Health Insurance Exchange thereby improving the collective health and well being of New Mexicans by facilitating better access to competitive, affordable, high-quality, timely medical care through greater healthcare coverage.

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## NMHIX Update—Staff and Board

- New CEO—Amy Dowd
- NMHIX Board meets monthly—next meeting 9/19 in Albuquerque
- New Board member Kurt Shipley, President of Blue Cross Blue Shield of NM (replaced Ben Slocum whose term expired)
- NMHIX recruiting now for additional staff members

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## NMHIX Update—Uninsured Rate

Uninsured Prior to ACA	440,000 (21.6%)
New Medicaid Enrollees	-140,000
NMHIX enrollment (est. 50% had prior coverage)	- 17,100
Current estimate of uninsured	282,900 (14.5%)

It is projected that Medicaid may add another 40-45K by the end of year and that NMHIX may add another 40K after the second enrollment period of Nov 15, 2014 to Feb. 15, 2015.

Current uninsured	282,900
Less additional Medicaid/NMHIX	- 85,000
Projected Uninsured Spring 2015	197,900 (9.6%)

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## NMHIX Update—Technology System

- NMHIX Board voted on 8/15 to stay with federal healthcare.gov system for individual enrollment through next Open Enrollment period
- Stakeholders recommended this strategy to ensure NM readiness and allow sufficient testing
- NMHIX continuing development of individual technology system with contractor Get Insured
- NMHIX working with feds to assure efficient transfer of files after 2015 Open Enrollment period
- SHOP system will continue to use NM technology
- Call Center will continue in Alamogordo with Xerox through next Open Enrollment Period

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## NMHIX Update—Marketing

Recent study by Research and Polling indicated the following:

- Insufficient numbers of New Mexicans know about the Exchange
- Improved marketing needed for Hispanic population
- TV/radio did not reach enough New Mexicans
- Significant ongoing confusion about requirement for coverage and options

Revising Marketing strategy based on research results:

- Issuing RFP for new marketing strategy and fresh approach
- Anticipate marketing vendor in place by late October
- 60-day interim plan to be ready for Open Enrollment period

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## NMHIX Update—Enrollment Partners

- Contracts with Native American Professional Parent Resources (NAPPR), New Mexico Primary Care Association (NMPCA), and UNM Hospital
- Increased engagement of brokers throughout the state
- Training system in development for Health Care Guides, brokers
- NAPPR has expanded to include Navajo Nation; significant outreach throughout all Native American communities
- NMPCA has additional outreach component for regional coordinators throughout state to ensure outreach and enrollment coordinated effectively
- NMPCA has new “dashboard” system to track all outreach activities, appointments, enrollments

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## NMHIX Update—Outreach

- RFP issued for additional outreach contractors throughout the state—due September 22, 2014
- Outreach contractors will be required to complete training and coordinate closely with enrollment partners
- Will be able to measure effectiveness with “dashboard” system to track number of enrollments that each outreach partner generated
- Anticipate additional strategic partners that reach large numbers of general public through mass mailings, websites, etc.
- Outreach partners to be selected late September and start work early October to be ready for Open Enrollment

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## NMHIX Update—Financial Report

Account Title	Calendar Year	July 2014	YTD 2014	CY 2013	Total
	2014 Budget	Expenditures	Expenditures	Expenditures	Expenditures 2013-2014
Salaries	\$ 2,115,376	\$ 76,102	\$ 619,088	\$ 325,990	\$ 945,078
Fringe	774,975	17,626	120,718	96,256	216,974
Consultant Costs	1,019,000	20,984	169,690	270,378	440,068
Equipment	295,300	0	26,504	35,715	62,218
Supplies	249,996	702	12,014	14,850	26,864
Travel	240,000	4,663	20,444	7,703	28,147
Other	1,842,230	22,417	400,082	294,135	694,217
Contractual	81,540,676	4,246,343	18,710,667	21,285,784	39,996,451
Report Total	\$ 88,077,553	\$ 4,388,836	\$ 20,079,205	\$ 22,330,811	\$ 42,410,016

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## Grant History and Remaining Balance, as of July 31, 2014

Grant Number	Grant Period		Grant Awarded	YR	Used/Encumbered	Unspent Balance
	FROM	TO				
HBEIE120083-01-00	1/1/2013	10/14/2013	\$ 11,360,800	2013	\$ 11,360,800	\$ -
HBEIE140185-01-00	10/15/2013	10/14/2014	\$ 18,600,000	2013	\$ 5,800,000	\$ 3,933,170
				2014	\$ 8,866,830	
					<u>\$ 14,666,830</u>	
HBEIE140187-01-00	11/6/2013	11/5/2014	\$ 16,233,170	2013	\$ 2,700,000	\$ -
				2014	\$ 13,533,170	
					<u>\$ 16,233,170</u>	
HBEIE140193-01-00	1/22/2014	12/31/2014	\$ 69,402,117		\$ -	\$ 69,402,117
<b>Totals</b>			<u><b>\$115,596,087</b></u>		<u><b>\$ 42,260,800</b></u>	<u><b>\$ 73,335,286.80</b></u>

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## NMHIX Update—Sustainability

- Working on sustainability strategies for ongoing funding once federal grants terminate
- NMHIX must be self-sustaining by January 2016
- Strategies will likely be assessments on health plans
- Board committees working now on options and details

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### Contact Information:

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# Questions?

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